

# City of Alexandria Small Cell Discussion

April 2019

The pathway to possible.

# Cautionary information

This presentation contains forward-looking statements and information that are based on management's current expectations. Such statements may include projections, outlook, and estimates regarding (i) leasing demand and demand for our wireless infrastructure, including small cells and distributed antenna systems ("DAS"), (ii) our growth, growth prospects, and opportunities, including drivers of demand, (iii) wireless service subscribers, smartphone adoption, and network congestion, (iv) our customer revenue mix, (v) economics benefits and contributions of the wireless industry, (vi) US mobile data demand, traffic, usage, and growth, (vii) average revenue per user ("ARPU"), (viii) carrier capital expenditures and network improvements, (ix) our investment capacity, (x) capital expenditures, (xi) dividends, (xii) customer service, (xiii) capital allocation and capital structure, (xiv) our investments, including investments in the land under our wireless infrastructure, (xv) adjusted funds from operations ("AFFO"), including on a per-share basis, (xvi) Adjusted EBITDA, (xvii) margins, site rental gross margin, and incremental margin, (xviii) revenues, including site rental revenues, and (xix) cash flows. The term "including," and any variation thereof, means "including, without limitation."

Such forward-looking statements are subject to certain risks, uncertainties, and assumptions, including prevailing market conditions and other factors. Should one or more of these risks or uncertainties materialize, or should any underlying assumptions prove incorrect, actual results may vary materially from those expected. More information about potential risk factors which could affect our results is included in our filings with the Securities and Exchange Commission. The Company assumes no obligation to update publicly any forward-looking statements, whether as a result of new information, future events, or otherwise.

This presentation may include certain non-GAAP financial measures, including AFFO and Adjusted EBITDA. Tables reconciling such non-GAAP financial measures are available on the Company's website at <http://investor.crowncastle.com>.

A comprehensive portfolio of infrastructure that is **unique and unmatched.**



**40,000+**

towers

approximately

**65,000**

small cells on air or under contract

approximately

**65,000**

route miles of fiber

# We enable the services that make life more convenient, enjoyable—and safe.

## Video

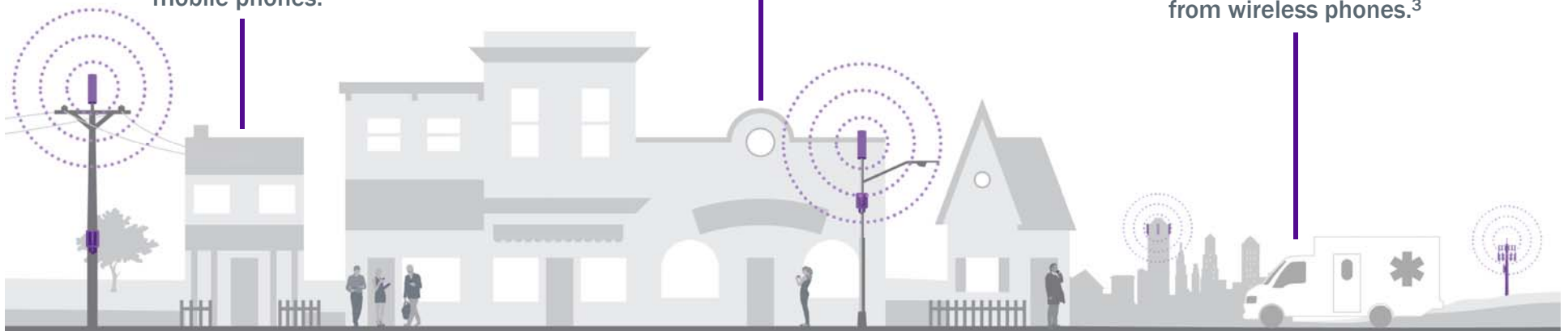
is projected to be  
77% of mobile data  
traffic by 2020.<sup>2</sup>

**50%**

of households rely  
exclusively on their  
mobile phones.<sup>1</sup>

**80%**

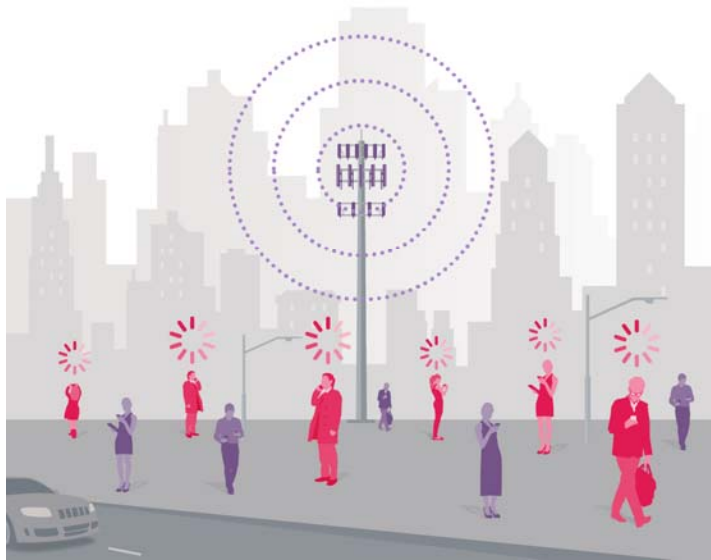
of 911 calls are placed  
from wireless phones.<sup>3</sup>



1. "Wireless Snapshot 2017," CTIA, 2017. 2. "Visual Networking Index," Cisco, 2016. 3. "2016 National 911 Progress report," 911.gov, 2017.

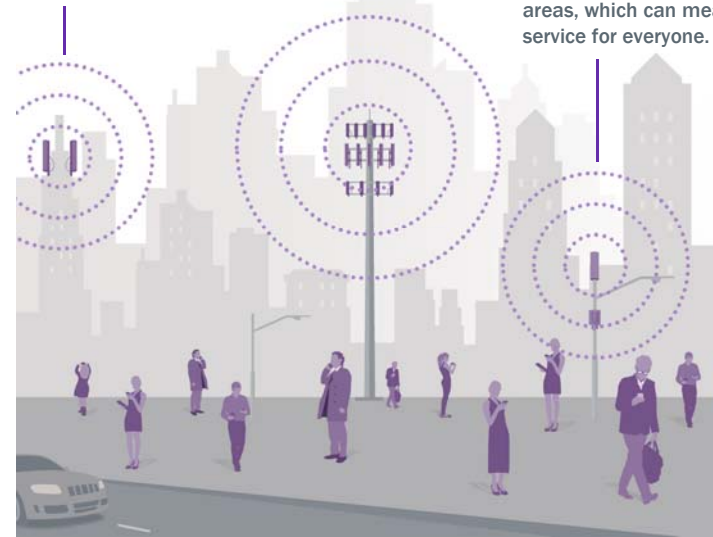
# Increased demand creates congestion—which can only be relieved by additional infrastructure.

## Congestion



## Capacity

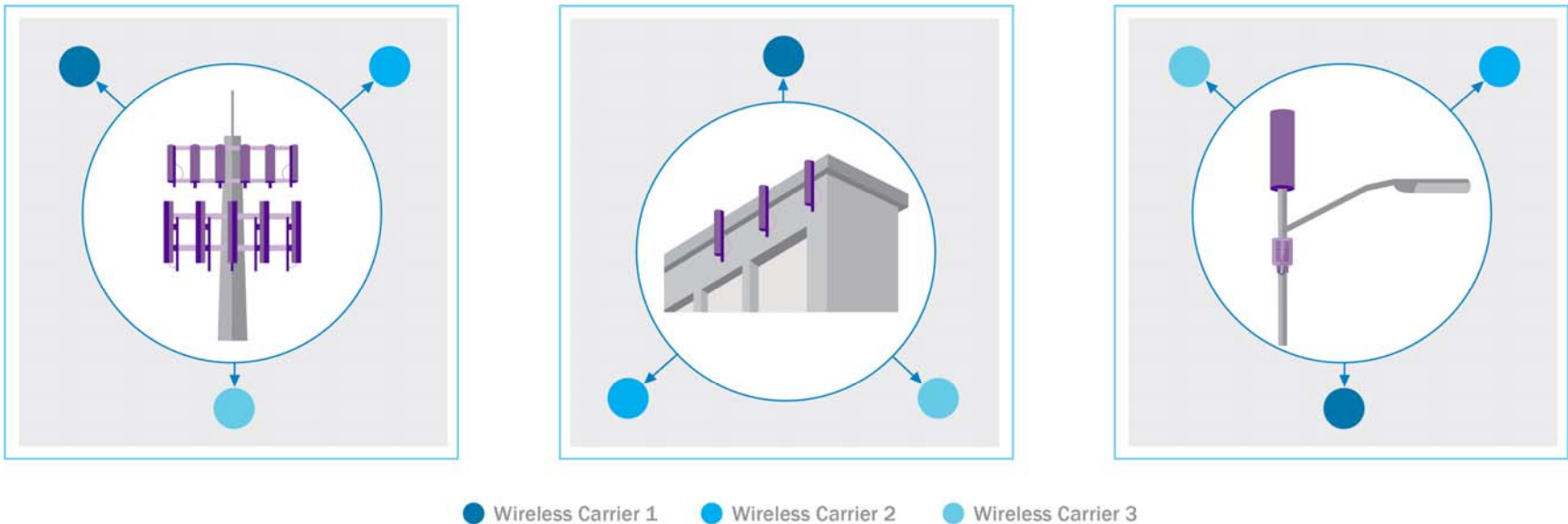
The best way to relieve network congestion is to add new infrastructure.



New innovations, like small cells, allow us to add more capacity in densely populated or high traffic areas, which can mean better service for everyone.

# The shared model best suits our shared future.

Shared communications infrastructure ensures access, fairness, and efficiency—a win for everyone.

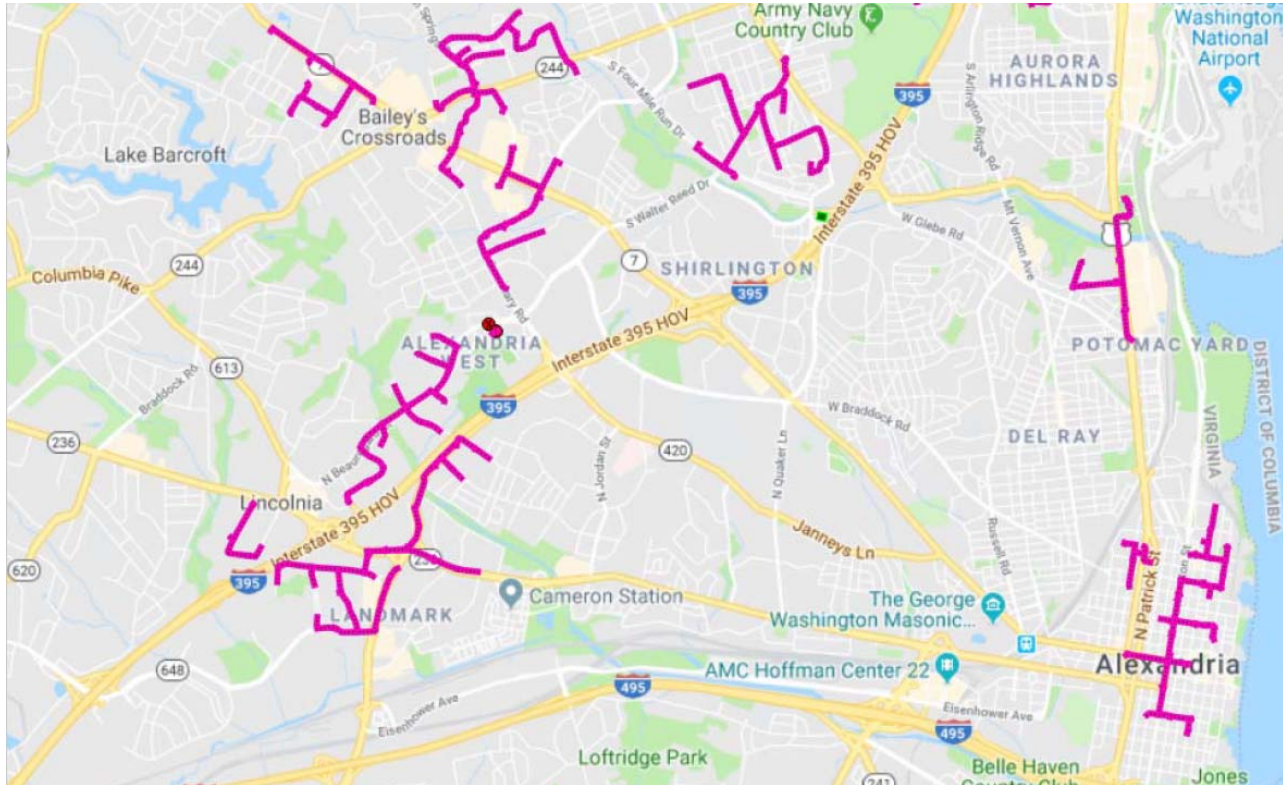


# Overview of Proposed Small Cell Deployments in the City of Alexandria





# Existing Crown Castle Fiber Assets



# Photo Simulation - Canister Antenna on Wood Pole



# Strand Mount Between Wood Poles





# Photo Simulation - Canister Antenna on Single Arm Metal Pendant Pole



# Photo Simulation – Integrated Antenna on Single Arm Metal Pendant Pole



## Photo Simulation - Canister Antenna on Single Arm Composite Pendant Pole



# Thank you

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